

Message Text

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ORIGIN OPIC-06

INFO OCT-01 ARA-06 ISO-00 EB-07 /020 R

DRAFTED BY OPIC/D:JCDILL
APPROVED BY EB/IFD/OIA:RJSMITH
OPIC/D:EHHEGINBOTHAM (SUBS)
OPIC/F:MSCHOR (DRAFT)
OPIC/F:PCOUNTS (INFO)
OPIC/ID:ACOLDIRON (INFO)
EB/IFD/OIA:DHSTEBBING
ARA/CEN:MPLATT

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R 152247Z JUL 76
FM SECSTATE WASHDC
TO AMEMBASSY SAN SALVADOR

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E.O. 11652: N/A

TAGS: EINV, OTRA. ES

SUBJECT:PROPOSED VISIT OF OPIC OFFICERS

1. REQUEST EMBASSY CONCURRENCE FOR VISIT OF OPIC OFFICERS
JONATHAN DILL AND MARTIN SCHOR FOR WEEK OF SEPTEMBER 6-10.
SCHOR IS RECENT ADDITION TO OPIC STAFF WITH RESPONSIBILITY
FOR FINANCE PROGRAMS IN EL SALVADOR.

2. PURPOSE OF VISIT WOULD BE TO CONSULT WITH EMBASSY
OFFICERS, LOCAL BUSINESS COMMUNITY REPS, AND GOES FOREIGN
INVESTMENT PROMOTION OFFICERS TO CONTINUE OPIC EFFORTS TO
PROMOTE NEW INVESTMENTS, OBTAIN GREATER OPIC COORDINATION
WITH GOES IN THEIR INCREASING INVESTMENT PROMOTION ACTI-
VITIES, AND FAMILIARIZE SCHOR WITH EL SALVADOR AND
IMPORTANT CONTACTS. OPIC PERSONNEL ARE NOT LAWYERS AND
WOULD NOT RPT NOT SEEK TO DISCUSS BILATERAL AGREEMENT WITH
GOES OFFICIALS, ALTHOUGH BRIEFING UPDATE BY EMBASSY

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OFFICERS WOULD BE WELCOME.

3. IF EMBASSY CONCURS, OPIC REQUESTS APPOINTMENTS BE MADE FOR DILL AND SCHOR DURING SEPT. 7-10 WITH WILLIAM SANDOVAL OF ISCE, FRANCISCO MENENDEZ OF INSAFI, GERARD COUGHLIN, AND ROBERT HOFFMAN. ALSO, UNDERSTAND FROM GOES

EMBASSY IN WASHINGTON THAT ROBERTO POMA AND ISTU HAVE CO-ORDINATING ROLE FOR ALL GOES FOREIGN INVESTMENT PROMOTION EFFORTS. CAN EMBASSY VERIFY? DILL WOULD PREFER TO ARRANGE APPOINTMENT WITH ROBERTO POMA AFTER ARRIVAL IN SAN SALVADOR. OPIC ALSO INVITES AMEMBASSY SUGGESTIONS FOR OTHER CONTACTS IN PRIVATE SECTOR REGARDING POSSIBLE NEW PROJECTS, PERHAPS IN BANKING CIRCLES OR DE SOLA GROUP. FYI: SCHOR DOES NOT RPT NOT SPEAK SPANISH.

4. DILL HAS PURSUED MATTER OF LA LIBERTAD RESORT DEVELOPMENT, ESPECIALLY DEEP-SEA SPORT FISHING OPERATION DISCUSSED WITH COMMATT BELL WHEN LATTER IN WASHINGTON. DILL HAS DISCOVERED POTENTIAL U.S. INVESTOR FOR LEASE OR LEASE

SALE OF NECESSARY FISHING BOATS AND FOR MANAGEMENT CONTRACT OR CONCESSION ARRANGEMENT TO OPERATE MARINA, DEEP-SEA FISHING, AND RELATED ACTIVITIES. DILL WOULD APPRECIATE DISCUSSING LA LIBERTAD DEVELOPMENT WITH EMBASSY OFFICERS AS WELL AS ROBERTO POMA.

5. IF AMEMBASSY CONCURS, WILL SEND ARRIVAL DETAILS SHORTLY. DECONTROL 9-30-76. KISSINGER

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